

The background of the poster is a photograph of the Ronald Tutor Campus Center at USC. The building is a multi-story brick structure with arched windows and doorways. In the foreground, there is an outdoor seating area with several tables and chairs under large beige umbrellas. A woman in a red top and silver skirt is walking towards the left, and another woman in a patterned top and dark pants is walking towards the right. The sky is clear and blue.

USC Viterbi
CareerConference

sponsored by

NORTHROP GRUMMAN

September 14, 2016
Ronald Tutor Campus Center

WELCOME TO THE 20TH ANNUAL USC VITERBI CAREER CONFERENCE!

This conference was developed to provide an opportunity for undergraduate engineering students to gain a greater understanding of potential careers, understand the job search process, and develop skills that will ultimately aid them in reaching their career goals. I encourage students to attend sessions led by our industry partners as well as our alumni and friends to learn more about the processes related to securing that dream job!

The conference culminates with a networking dinner where students, employers and alumni have the opportunity to talk in a more informal setting. This provides students with the opportunity to practice their networking skills and start those relationships with alumni and industry partners that will be key to their future success.

We could not put on this event without the support of our industry partners! I would like to recognize the generosity of Northrop Grumman, Accenture, Chevron, eBay, Zynga, Intel, KPMG and Redfin who made this event possible today! I would also like to recognize the employers and alumni who have given so generously of their time to ensure that this event is a success.

Enjoy and learn!

Louise A. Yates
Senior Associate Dean

Conference Schedule

1:30 - 2:00 PM	Check-In
2:00 - 2:25 PM	Welcome Address Louise Yates, Senior Associate Dean
2:30 - 3:15 PM	Session I <i>* Refer to Suggested Tracks Below</i>
3:20 - 4:10 PM	Session II <i>* Refer to Suggested Tracks Below</i>
4:15 - 5:00 PM	Session III <i>* Refer to Suggested Tracks Below</i>
5:00 - 7:00 PM	Networking Dinner Keynote Address Neil Siegel Professor of Engineering Management, USC Former VP & CTO, Northrop Grumman Closing Remarks

Suggested Tracks

In order to get the most of your experience, we recommend following one of the suggested tracks based on class standing though you are welcome to attend any session you'd like. Look for these symbols on the session pages:



FRESHMEN



SOPHOMORES



JUNIORS



SENIORS

If you arrive to a presentation and the room is full, please select a different presentation to attend. We must adhere to fire and safety standards.

Choose Your Sessions

AMP UP YOUR INTERVIEW



Tutor Center/SKS 410

The interview is the most important conduit to a job. It's often a make or break situation that provides a limited time opportunity to make a positive impression. How will you create a positive, relevant, and memorable impact in the mind of your interviewer? These are some of the questions we'll work on answering in the PwC workshop "Amp up your interview."

Kaitlin Cottrell, Naush Hoodbhoy, & Rachel Kopec, PwC

CAREERS IN GAMES



Student Union B6

Zynga's "Career in Games" presentation will focus on the skills needed to pursue a career in gaming, various opportunities for engineers in the field and best practices when job searching. Students will get to workshop with Zynga engineer and USC Alumnus, Aditi Dixit, to learn about how engineers in gaming think and what questions they often face in their careers.

Aditi Dixit, Zynga

CASE INTERVIEWS



Tutor Center 232

Join West Monroe Partners, recently voted the Best Place to Work in LA, for a workshop on how to ace the case interview. West Monroe Partners consultants will help you prepare for different types of case interviews, learn tips & tricks and get hands-on experience through a practice case.

Dan Mackowiak, West Monroe Partners

ENGINEERS AS CONSULTANTS



Tutor Center 305B

Accenture representatives will host a workshop for students from various engineering backgrounds with an interest in consulting to learn more about how their backgrounds can fit within the consulting industry. They will also be given the opportunity to "think like a consultant" through solving a fun business challenge.

Connie Li & Harsh Tyagi & Sara Proctor, Accenture

EVALUATING JOB OFFERS AND THE SALARY NEGOTIATION PROCESS



Tutor Center 434

Evaluating Job Offers and Insights into the Salary Negotiation Process" will empower students to negotiate salary, understand the process to know the best time to negotiate, how to evaluate the job offer(s), to know what to negotiate and how to be diplomatic, gracious, and firm during the process.

Bridget Meyer, AT&T

KEYS TO SUCCESSFUL NETWORKING



Tutor Center 351

Networking can open up the door to opportunities not otherwise advertised. What does successful networking look like though? Join this workshop to learn about the strategies for successful networking and how to maintain your professional connections.

Matt Rettagliata, Chevron Oil & Gas

GETTING REAL WORLD EXPERIENCE THROUGH INTERNSHIPS



Tutor Center 352

One of the best ways to stand out to employers is to have relevant experience. Join a panel of employers as they discuss their perspectives on internships. Learn tips and tricks on how to land an internship, or just ask your burning internship questions.

Khalil Fair & Jackie Chao, Accenture
AT&T Representative, AT&T
Tycen McCann, Grant Thornton
Arthur Wang, Illumina

Prabhat Roy, Microsoft Corporation
Ashleigh Ranero/Ricardo Sanchez, The Walt Disney Company

PERFECTING YOUR PITCH



Tutor Center 450

How do you turn a pitch from a monologue to a sale during your interview? Make sure every point you make counts and connects to your interviewer! Come learn all the DOs and DON'Ts of how to perfect your pitch from a Microsoft insider!"

Ash Morgan, Microsoft

PERFECTING YOUR RESUME



Tutor Center 320A

KPMG is excited to invite you to their Resume Writing Workshop! They will be going over exactly what you need to do to create the perfect resume and want this to be interactive so feel free to bring a copy of your resume with you!

Nach Dandige & Zain Shaikh, KPMG

PERSONAL BRANDING



Tutor Center 301

What makes you, YOU? Do you know how to identify and articulate what differentiates you from the rest? Creating and understanding your personal brand can make all the difference. Join Illumina for a personal branding workshop and gain practical insight to help you prepare for the recruiting seasons ahead.

Lindsey Eaton, Illumina

WHO GETS HIRED?



Tutor Center 227

YOU! Why does one candidate get the job and another does not? When you get the job, learn how to negotiate for the best offer. Get the "insider information" from two experts in the university recruiting field with over 30 years of combined experience. Learn industry best practices that you could leverage immediately.

Margaret Paulin, Northrop Grumman Corporation

RESUME REVIEWS

Tutor Center 302

Participating companies will meet with students by appointment to review resumes. Please check in 5 minutes prior to your designated appointment time.

Keynote Speaker



Neil Siegel, Ph.D.

IBM PROFESSOR OF ENGINEERING MANAGEMENT
UNIVERSITY OF SOUTHERN CALIFORNIA
FORMER VICE-PRESIDENT & CHIEF TECHNOLOGY OFFICER
NORTHROP GRUMMAN

Neil Siegel, Ph.D., is the IBM professor of Engineering Management in the Daniel Epstein Department of Industrial and Systems Engineering at USC. All three of his degrees are from USC. Until the end of 2015, he was the sector Vice-President & Chief Technology Officer at Northrop Grumman, where he was responsible for the creation of many first-of-their-kind, large-scale, high-reliability systems. He holds more than 20 patents, and his inventions are used in a billion devices around the world. He is a member of the National Academy of Engineering (one of the highest honors in the field of engineering), a Fellow of the IEEE, an INCOSE-certified expert systems engineering practitioner, and the recipient of the Simon Ramo Medal for systems engineering (the highest honor in his field of systems engineering), among many other awards and honors.

Networking Dinner

The dinner is an opportunity to network with company representatives and Viterbi alumni. Please refer to the table assignments below and choose to sit at a table with a company/industry you want to learn more about.

Abbott Laboratories (44)	Illumina (15, 16)
Accenture (6, 7, 8, 9)	KPMG (10, 13, 14, 20)
Adventist Health (44)	Los Angeles Clippers (45)
AT&T (25, 26)	Microsoft (21, 22, 23, 24)
Boeing (42)	Northrop Grumman (4, 5)
Chevron (3)	Patient Pop (43)
Cianna Medical (48)	Pronoun Inc. (47)
DM Partners, LLC (46)	PwC (30, 31, 32, 33, 49)
Dollar Shave Club (46)	Raytheon (47)
eBay (2)	Redfin (12)
Edmunds.com (45)	Visa (34, 35, 36, 37)
Edwards Lifesciences (43)	West Monroe Partners (18, 19, 27, 28, 29)
Grant Thornton (40, 41)	Zynga (1, 11)
IBM (38, 39)	

Conference Map



With Gratitude

PLATINUM SPONSOR

NORTHROP GRUMMAN



GOLD SPONSORS

accenture

ebay™



CARDINAL SPONSORS

Intel Corporation

KPMG

Redfin

RESUME REVIEWERS

Accenture, The Boeing Company, Chevron, CIA, Grant Thornton, IBM, KPMG,
Microsoft Corporation, Northrop Grumman,
PWC, Redfin, US Navy, Visa, West Monroe Partners, ZS Associates, Zynga